

Message Text

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PAGE 01 ISLAMA 09304 031527Z

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ACTION EB-07

INFO OCT-01 NEA-10 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

DOT-00 INR-07 NSAE-00 CIEP-01 FAA-00 L-03 TRSE-00

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R 031120Z SEP 76

FM AMEMBASSY ISLAMABAD

TO SECSTATE WASHDC 7518

LIMITED OFFICIAL USE ISLAMABAD 9304

E.O. 11652: NTXA

TAGS: EAIR, PK

SUBJECT: CIVAIR: NOTICE OF DISSATISFACTION WITH PIA FILING

REF: (A) STATE 208848, (B) ISLAMABAD 9078

1. CONGEN KARACHI HAS SENT EMB FOLLOW-UP REPORT ON THIS SUBJECT.

2. BEGIN QUOTE. IN FOLLOW-UP CALL ON AUGUST 31, MR. HANAFI TOLD CONGEN OFFICER THAT HE HAD NOT YET RECEIVED AN OFFICIAL COPY OF THE NOTE PASSED TO THE FOREIGN MINISTRY IN ISLAMABAD. HOWEVER, BASED ON THE INFORMAL COPY WHICH WE HAD PASSED TO HIM, HE LOOKED INTO THE MATTER AND PREPARED HIS RESPONSE. IN HIS RESPONSE, HE SAID HE MADE FOUR POINTS:

(A) THE DISCOUNT RATE WHICH WAS PROPOSED WOULD NOT BE DISCRIMINATORY IN THAT IT WOULD BE AVAILABLE TO ALL REPEAT ALL RESIDENTS OF PAKISTAN. FOR RESIDENTS TO AVAIL THEMSELVES OF THIS DISCOUNT POSSIBILITY, THEY HAVE ONLY TO APPLY VIA THE STATE BANK. MR. HANAFI POINTED OUT THAT THIS IS THE SAME PROCEDURE USED FOR THE 27 PERCENT ROUND-TRIP DISCOUNT FARE WHICH IS PRESENTLY IN FORCE.

(B). THE PROPOSED DISCOUNT WOULD BRING THE FARE FROM PAKISTAN TO FOREIGN DESTINATIONS SUCH AS NEW YORK OR LONDON INTO LINE WITH DISCOUNTS AVAILABLE IN THOSE LOCATIONS FOR PERSONS TRAVELING TO PAKISTAN. HE POINTED OUT THAT THE 780 DOLLAR ROUND-TRIP FARE

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PAGE 02 ISLAMA 09304 031527Z

AVAILABLE IN NEW YORK CITY IS IN FACT A 58 DISCOUNTED FARE AND

THAT THERE IS NO CORRESPONDING DISCOUNTED FARE FOR TRAVEL
ORIGINATING IN PAKISTAN.

(C) ALL IATA AIRLINES WITH AUTHORIZED ROUTES TO NEW YORK
WOULD BE ABLE TO OFFER THE DISCOUNTED FARE.

(D) THE UNITED KINGDOM AND SCANDINAVIAN COUNTRIES HAVE ALREADY
APPROVED THE SAME DISCOUNTED FARES TO LONDON AND COPENHAGEN
(PAKISTAN HAS ONLY TO OBTAIN THE APPROVAL OF CAB BEFORE PUTTING
THE NEW RATES INTO EFFECT.).

3. ONCE AGAIN, HE EMPHASIZED THAT ANOTHER MAJOR UNDERLYING REASON
FOR THE PROPOSED NEW RATES WAS TO ELIMINATE THE ILLEGAL DISCOUNT-
ING PRACTICES WHICH IS CAUSING A LOSS OF REVENUE TO PIA AND PANAM,
TWO AIRLINES IN KARACHI THAT DO NOT OFFER ILLEGAL DISCOUNTS. IT
WAS NOT CLEAR, HOWEVER, WHETHER OR NOT MR. HANAFI INCLUDED THIS
POINT IN HIS PROPOSED REPLY TO U.S. NOTE: CONGEN OFFICER TOLD
MR. HANAFI WE WOULD INFORM THE EMBASSY OF THE SUBSTANCE OF
THIS CONVERSATION.

END QUOTE

BYROADE

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